

CONVENTION CENTER



MISSION STATEMENT:

To aggressively market the Convention Center complex to serve the entertainment, assembly, and cultural needs of the Fresno area providing superior customer service, efficient operation and safe, clean facilities for our patrons.

The Convention Center Department ("Center") manages the event activity and facilities of Selland Arena, Saroyan Theatre, Exhibit Hall, Exhibit Hall South, and the Robert A. Schoettler Conference Center. In addition, the Department manages the Center's main parking lot and the Conference Center Garage. Last year the Department assumed booking and event coordination responsibilities for City-sponsored events in the Downtown Stadium.

For the first time in its history, the Center is facing direct, substantial competition for its services from the Save Mart Center at Fresno State. This competition, coupled with the Center's need for \$12 million of renovations and the insufficient convention activity in the Exhibit Hall South, place the continued operations of the Center, and the City's General Fund (GF), at risk. To address these concerns, staff has issued an RFP for professional marketing and operating services for the Center. On April 11 proposals were received from SMG and Global Spectrum, the two largest facility operating companies in the world. While the proposals were still under evaluation during the proposed stage of the budget, both companies provided operation budget estimates for FY 2004, which have used for the preparation of the proposed budget. Council subsequently approved an agreement with Global Spectrum resulting in FY 2004 savings of \$340,600. This was \$599,400 less than projected. The capital program was adjusted in the adopted budget to reflect the difference.

Opening of Save Mart Center:

This year's opening of the Save Mart Center, a world class 15,000 seat facility located at Fresno State, presents the first direct, substantial competition the Center has faced. This competition has already resulted in the loss of the Center's two major tenants, FSU Basketball and Fresno Falcon Hockey. These losses, coupled with the loss of the Fresno Frenzy Arena Football franchise, leave the Center without a major tenant. Additionally, Save Mart will be operated and marketed by SMG, the largest facility operating company in the world which will provide it with unprecedented marketing strength, expertise, and resources which are unattainable by the Center. Save Mart Center's marketing advantage coupled with the age and deteriorating condition of the Center's facilities will result in a dramatic decline in the number and quality of events occurring at the Center. This decline will be detrimental to the City's downtown revitalization and job creation efforts. It will also result in an increase to the current \$6 million annual subsidy to the Center provided by the GF, thereby reducing funds available for public safety, neighborhood improvement projects, and job creation initiatives.

Renovations:

Selland Arena is a 37 year old facility in need of significant renovations to remain competitive. In 1999, the cost of renovations was estimated at \$10 million to \$12 million, based upon an independent study prepared for the City. Bonding for these renovations would have an annual debt service of \$700,000 to \$1,000,000. There is currently no funding for these renovations included in the \$6 million subsidy, nor is funding contained in any budget projections based upon the City continuing to operate the facilities. The only funding option currently available is to utilize a portion of the reduction in the GF subsidy created by a private firm operating and marketing the Center.

Insufficient Convention Activity at New Exhibit Hall:

The New Exhibit Hall, which opened in 1999, has contributed significantly less convention activity than anticipated. During the four years prior to the New Exhibit Hall opening, the Center averaged 6.3 conventions of record. Since the year of its opening, the Center has averaged only 9.3 conventions of record per year. The cash flow projections used for the financing of the Exhibit Hall South anticipated \$500,000 in annual net income from operations to be available for repayment of the \$29.8 million debt. For FY 2002, Center staff reported \$128,000 of net income from the operations of the New Exhibit Hall. The \$372,000 shortfall is paid by the GF.



As previously noted, staff evaluated the two proposals received for the professional marketing and operating services. Through analysis of the budget estimates received from the companies staff identified \$940,000 and \$340,000 reductions of the GF subsidy for fiscal year 2004 and anticipate larger savings in the following years. These savings will be utilized to fund the debt service payments for the above mentioned capital improvements and renovations of Selland Area. Council approved the agreement with Global Spectrum that resulted in \$340,600 of savings to the GF in FY 2004. However, because the first payment will not be required in this fiscal year, this year's savings has been allocated to fund neighborhood infrastructure projects, thereby offsetting a loss of State funding.



FY 2002/2003 ACCOMPLISHMENTS

- Hosted star attractions for the Arena such as Cher, Yanni, and the return of Neil Diamond.
- Highest grossing Broadway musical of all time in Fresno “Beauty and the Beast”. Last season Broadway in Fresno had the largest grossing season out of 15 national markets for Clear Channel Entertainment.
- Served as the high security training site for baggage screeners under new Federal airline security regulations for a period of six weeks.
- Implemented additional phases of an in-house recycling program.
- Premiered HBO Boxing with the first ever HBO Boxing Event in Selland Arena, World Championship Boxing.
- Set new records with the highest grossing receipts Ringling and Barnum & Bailey Circus in Selland history and the highest grossing Harlem Globetrotters show in Selland Arena.
- Implemented a large-scale replacement of existing lights with energy-efficient lamps throughout the Center complex.
- Welcomed four major exhibit shows in the first three months of 2003. Exhibit Hall activity includes: Sysco Food Show, Boat Show, RV Show, and Blackie Gejeian’s Autorama.
- ADA (American with Disabilities Act) accessibility projects which continue the Mayor’s ongoing commitment to the disabled community. FY 2003 projects included completion of a wheelchair lift to the theatre lower lobby, improvements in signage informing patrons of accessibility services, and theatre restroom modifications.
- Featured Oscar DeLaHoya presents Solo Boxeo in Selland Arena.
- Beautified the Convention Center grounds through donated art and dedications.
- Added an optional Saroyan Theatre eight foot stage extension, thus bringing performers closer to the audience and adding versatility to the stage.
- Installed new carpet in Wine Room, replaced door thresholds for energy efficiency, erected the “South” sign to differentiate the old from new Exhibit Halls, and re-keyed the facility for greater security and access control.
- Provided operational expertise in pre-construction phase of parking structure planning which is expected to continue as construction begins.

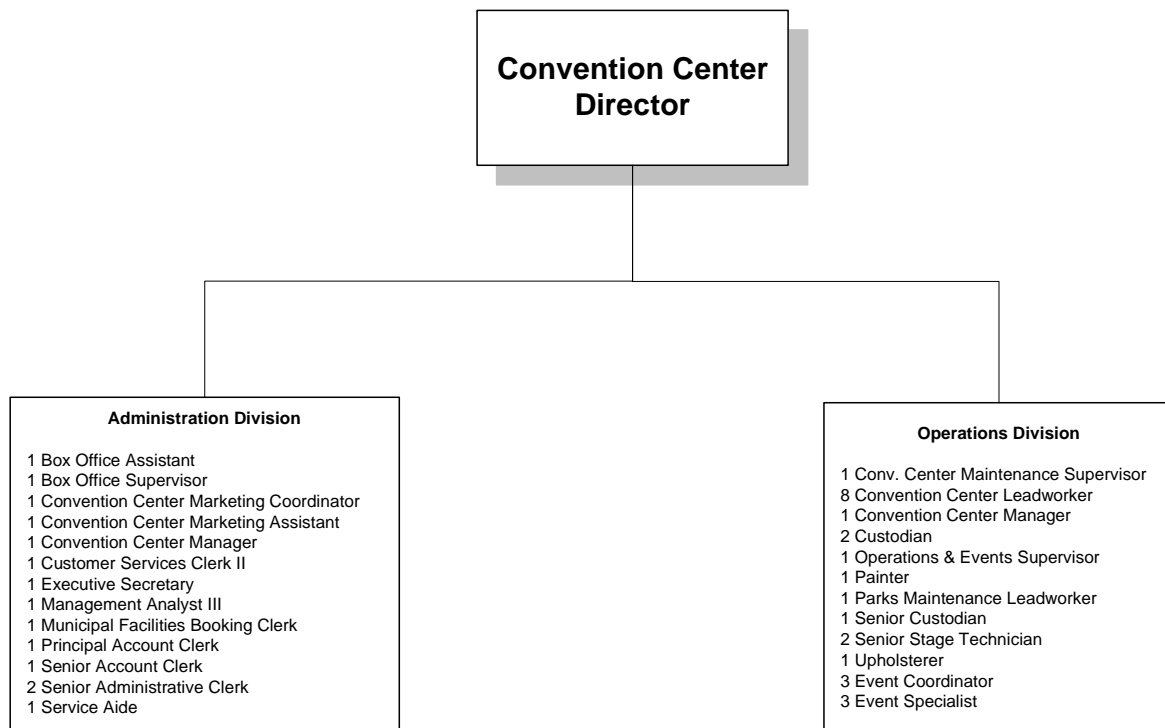


FY 2003/2004 ISSUES

- Construction of a parking structure on the north half of the Center's main parking lot is scheduled to start in September 2003 and is projected to take 14 months. Timing of construction is expected to significantly impact FY 2004 parking revenue. Construction of the structure will address scarce available parking during events and parking demands from the stadium, the new Federal Courthouse, and The Towers that will impact shared street area parking.
- Debt service payments are scheduled to escalate in FY 2007, based on the Exhibit Hall Debt structure that allows incremental growth in payments consistent with anticipated increased convention business. Some conventions are booked contingent upon hotel development which has been delayed and further impacted by closure of the downtown Howard Johnson Hotel.



ORGANIZATION CHART - FY 2004



36.00	Permanent Full-Time Positions
1.75	Permanent Intermittent Full-Time Equivalents
<u>.75</u>	Temporary Wages
<u>38.50</u>	Authorized Positions

Note: The Positions in the Convention Center Administration and Operations Divisions are shown as full year positions. However, please note that all positions are authorized until December 31, 2003 only.

AUTHORIZED POSITIONS SUMMARY

DIVISION	FY 2002	FY 2003	FY 2004
Administration Division	14.75	14.75	14.75
Operations Division	29.40	29.84	23.75
Convention Division	2.00	1.00	0.00
FTE Total	46.15	45.59	38.50

AUTHORIZED POSITIONS

<u>Administration Division</u>	Authorized Positions		Budgeted Positions
Title	FY 2002	FY 2003	FY 2004
PERMANENT FULL-TIME			
Box Office Assistant	1.00	1.00	1.00
Box Office Supervisor	1.00	1.00	1.00
Convention Center Marketing Coord	1.00	1.00	1.00
Conv Ctr Marketing Assistant	1.00	1.00	1.00
Convention Center Director	1.00	1.00	1.00
Convention Center Manager	1.00	1.00	1.00
Customer Service Clerk II	1.00	1.00	1.00
Executive Secretary	1.00	1.00	1.00
Management Analyst III	1.00	1.00	1.00
Municipal Facilities Booking Clerk	1.00	1.00	1.00
Principal Account Clerk	1.00	1.00	1.00
Senior Account Clerk	1.00	1.00	1.00
Senior Administrative Clerk	2.00	2.00	2.00
Full-time Total	14.00	14.00	14.00
TEMPORARY WAGES			
Services Aide	0.75	0.75	0.75
FTE Total	0.75	0.75	0.75
Division Total	14.75	14.75	14.75

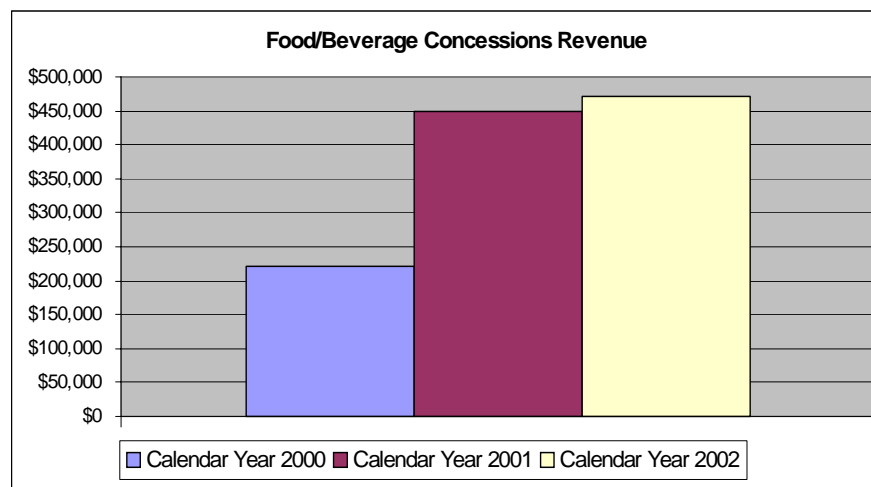
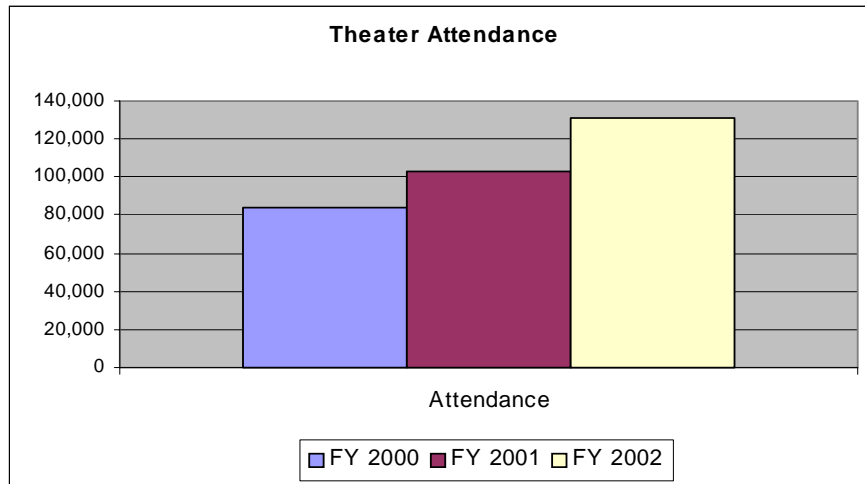
Note: The Positions in the Convention Center Administration and Operations Divisions are shown as full year positions. However, please note that all positions are authorized until December 31, 2003 only.

AUTHORIZED POSITIONS

<u>Operations Division</u>		Authorized Positions		Budgeted Positions
Title	FY 2002	FY 2003	FY 2004	
PERMANENT FULL-TIME				
Conv Center Maintenance Supervisor	1.00	1.00	1.00	
Convention Center Leadworker	8.00	8.00	8.00	
Convention Center Manager	1.00	1.00	1.00	
Convention Center Worker I	2.00	2.00	0.00	
Convention Center Worker II	2.00	2.00	0.00	
Custodian	2.00	2.00	2.00	
Operations and Events Supervisor	1.00	1.00	1.00	
Painter	1.00	1.00	1.00	
Parks Maintenance Leadworker	0.00	1.00	1.00	
Parks Maintenance Worker II	1.00	0.00	0.00	
Senior Custodian	1.00	1.00	1.00	
Event Coordinator	3.00	3.00	3.00	
Senior Stage Technician	1.00	2.00	2.00	
Stage Technician	1.00	0.00	0.00	
Upholsterer	1.00	1.00	1.00	
Full-time Total	26.00	26.00	22.00	
PERMANENT INTERMITTENT				
Events Specialist	0.00	1.50	1.75	
TEMPORARY WAGES				
Events Specialist	1.81	0.75	0.00	
Stage Technician	1.59	1.59	0.00	
FTE Total	3.40	3.84	1.75	
Division Total	29.40	29.84	23.75	
<u>Convention Division</u>				
PERMANENT FULL-TIME				
Film Commissioner	1.00	0.00	0.00	
Film Commissioner Assistant	1.00	1.00	0.00	
Full-Time Total	2.00	1.00	0.00	
Division Total	2.00	1.00	0.00	

Note: The Positions in the Convention Center Administration and Operations Divisions are shown as full year positions. However, please note that all positions are authorized until December 31, 2003 only.

ACTIVITY INDICATORS



UNFUNDED NEEDS

Remodeling/Rehabilitation of Older Facilities and Financing These Projects:

- As a long-term goal, the **Exhibit Hall South** is slated to be remodeled as a hotel-style ballroom to accommodate large meal functions and formal events. This project had been contingent upon development of a new hotel, however, a viable hotel contract is not currently pending. This remodeling project was estimated with a comparable project for Selland Arena. Phase One of the **Arena remodel** would add ADA seating, replace telescopic seating, as well as expand and remodel dressing areas. The cost of both arena and Exhibit Hall projects is estimated at ten million dollars. Financing these projects and servicing the resultant debt must be addressed before proceeding.
- More immediate and economically feasible is the need for a cosmetic **facelift for both the Arena and the Exhibit Hall South** to modernize and alter public perception of the facilities. Staff believes that the look of the facilities can be updated for approximately \$1,000,000.
- Replacing inefficient **HVAC/Cooling Tower equipment**, estimated at \$1.6 million, is not funded. Funding needs to be identified for the project which is estimated to save the City from \$150,000 to \$200,000 annually in energy costs.
- **Sound system** enhancements are needed in both **Selland Arena** (estimate \$100,000) and the **new Exhibit Hall** (\$250,000). At this time, many events must supplement existing system by renting or transporting sound equipment to ensure sound clarity. Replacement of one Super Trooper spotlight per year is also needed for estimated audio-visual costs of \$22,000 per year for eight years.
- Facilities Maintenance has identified several **Convention Center facility leaks** and roof sections in need of replacement. These are as follows: Exhibit Hall South lower decks and Saroyan Theatre lower decks, two open canopies (estimated at \$286,100-\$295,610 depending upon material used).



BUDGET COMMENTS

Background

- The GF provides an annual subsidy of over \$6 million to the Center (new and old Exhibit Halls, Saroyan Theater, Selland Arena and Radisson Conference Center), reducing funds available for job creation, public safety, and other areas of need.
- Most cities “subsidize” their convention centers, expecting to recoup the subsidy in the form of Transient Occupancy Taxes (TOT). While the Center generates some room tax revenue for the GF, the amount is nowhere near the \$6 million in subsidies. Furthermore, the Center operating expense is higher as a percent of TOT than in any comparable city in California, except for Oakland.
- The subsidy does not include the cost of failure to book any of the ten available dates at the Downtown Stadium (\$230,000 impact to the GF).
- The Center facilities are declining due to lack of a funding source for needed renovations (estimated at \$10-12 million, requiring annual debt service of \$700,000 to \$1,000,000).
- Local competition has already drawn away the two major tenants (FSU Basketball and Fresno Falcons) from the Center. The soon to be opened Save Mart Center, to be operated by the largest facility operating company in the world, will create added competition for the Center.
- Marketing efforts for entertainment events and conventions have historically been disappointing, offering little hope that they can be upgraded to match those of national specialists in this field.
- The Proposed Budget estimated \$941,300 of savings due to privatization. The savings were proposed to be split between City projects (\$501,300) and capital improvements at the Convention Center (\$440,000). Council adopted a proposal that resulted in savings of \$341,900 in FY 2004. The adopted budget reflects a reduction in Convention Capital of \$440,000.
- The adopted budget reflects the elimination of the Film Commission which results in a \$100,200 decrease from the proposed budget.



DEPARTMENT FUNDING BY SOURCE

	FY 2001 Actuals	FY 2002 Actuals	FY 2003 Adopted	FY 2004 Proposed	FY 2004 Adopted
Convention Center Operating Fund					
Fund Balance	\$ (2,716,300)	\$ 999,300	\$ 498,600	\$ 0	\$ 0
Transient Occupancy Tax	3,762,600	3,852,500	0	0	0
Restoration Fee	172,800	248,400	400,000	0	0
Advertising	341,400	198,100	387,800	0	0
Telephone & FAX	35,900	39,000	50,000	0	0
Parking	799,800	866,500	979,700	0	0
Charges for Services	2,041,700	2,192,000	2,513,600	0	0
Interest	26,400	24,800	50,000	0	0
Miscellaneous	1,700	100	100	0	0
Revenue from Operations	0	0	0	4,228,300	3,678,900
Transfers-Out to General Fund	0	0	(250,000)	0	0
Transfers-In from Capital	5,101,300	0	20,000	0	0
Transfer-Out to Capital	0	0	(100,000)	0	0
Transfers-Out to Debt Service	(1,831,500)	(1,514,000)	(1,928,500)	0	0
TOTAL OPERATING REVENUES	7,735,800	6,906,700	2,621,300	4,228,300	3,678,900
Leases	84,700	98,400	100,000	0	0
General Fund	0	903,200	4,100,000	1,917,000	1,926,200
TOTAL OPERATING RESOURCES	\$ 7,820,500	\$ 7,908,300	\$ 6,821,300	\$ 6,145,300	\$ 5,605,100

DEPARTMENT APPROPRIATIONS

	FY 2001 Actuals	FY 2002 Actuals	FY 2003 Adopted	FY 2004 Proposed	FY 2004 Adopted
Expenditures					
Convention Center Admin. Division	\$ 2,031,200	\$ 1,882,100	\$ 1,528,800	\$ 1,499,200	\$ 1,499,200
Convention Center Operating Divisions	4,319,200	4,558,100	5,635,800	4,206,100	4,105,900
Operating Expenditure	6,350,400	6,440,200	7,164,600	5,705,300	5,605,100
Capital Fund from Operations	0	0	100,000	440,000	0
TOTAL EXPENDITURES OPER FUND	\$ 6,350,400	\$ 6,440,200	\$ 7,264,600	\$ 6,145,300	\$ 5,605,100

Note: Adopted Budget reflects:

Elimination of the Film Commission	\$ 100,200
Elimination of Capital Project	440,000
Refer to Budget Comments	\$ 540,200

CONVENTION CENTER DEBT SERVICE FUND

	FY 2001	FY 2002	FY 2003	FY 2004	FY 2004
	Actuals	Actuals	Adopted	Proposed	Adopted
Debt Service Fund					
Fund Balance	\$ (3,675,300)	\$ (2,666,900)	\$ (3,465,300)	\$ (3,578,500)	\$ (3,578,500)
Convention Center Operating Fund	1,831,500	1,752,980	1,538,500	1,564,000	1,564,000
General Fund	1,750,000	1,750,000	2,222,900	2,191,900	2,191,900
CSUF Athletic Corp Contribution	210,000	70,000	70,000	0	0
Tax Increment -RDA	397,400	294,692	311,600	324,100	324,100
Interest	(232,100)	0	(113,200)	(120,000)	(120,000)
TOTAL DEBT SERVICE \$	281,500	1,200,772	564,500	381,500	381,500
Trustee Fees	\$ 7,700	\$ 8,500	\$ 17,000	\$ 15,000	\$ 15,000
Debt Redemption	2,981,000	3,878,500	4,126,000	4,065,000	4,065,000
TOTAL DEBT SERVICE EXP \$	2,988,700	3,887,000	4,143,000	4,080,000	4,080,000

STADIUM DEBT SERVICE FUND

	FY 2001	FY 2002	FY 2003	FY 2004	FY 2004
	Actuals	Actuals	Adopted	Proposed	Adopted
Fund					
Fund Balance	\$ 0	\$ 0	\$ 0	\$ 1,058,800	\$ 1,058,800
Transfer form General Fund	0	0	94,300	76,700	76,700
Transfer from Parking Fund	0	0	620,500	620,500	620,500
Redevelopment Agency	0	0	200,000	200,000	200,000
Interest	0	0	0	800	800
Rentals	0	0	382,000	1,500,000	1,500,000
TOTAL DEBT SERVICE \$	0	0	1,296,800	3,456,800	3,456,800
Trustee Fees	\$ 0	\$ 0	\$ 10,000	\$ 10,000	\$ 10,000
Debt Redemption	0	0	228,000	3,446,000	3,446,000
TOTAL \$	0	0	238,000	3,456,000	3,456,000

Convention Center Department**DIVISION: 440100 Convention Center Admin Div****FUND: 43001 Convention Center Enterprise**

Account Number	Description	FY 01 Actuals	FY 02 Actuals	FY 03 Adopted	FY 04 Proposed	FY 04 Adopted
PERSONNEL SERVICES						
51101	Permanent Salaries	575,057	644,376	657,000	333,600	333,600
51102	Fringe	84,009	97,305	96,400	48,200	48,200
51103	Employee Leave Payoff	8,600	9,979	13,000	11,100	11,100
51201	Non-Permanent Salaries	0	2,010	34,200	8,100	8,100
51202	Non-Permanent Fringe	0	154	2,100	500	500
51301	Overtime	3,196	608	3,500	600	600
51401	Premium Pay	1,426	2,177	2,300	1,100	1,100
51501	Contract Extra Help	5,541	0	0	0	0
52302	Gen Svc Pens Oblig Bnd Dbt Svc	53,893	12,598	37,700	30,100	30,100
52401	Education	0	0	1,000	500	500
52601	Worker's Compensation	100	600	600	200	200
52901	Recurring Vehicle Allowance	7,200	10,800	10,900	0	0
	Total Personnel Services	739,022	780,607	858,700	434,000	434,000
NON PERSONNEL SERVICES						
53302	Prof Svcs/Consulting - Outside	110	40,525	0	854,400	854,400
53303	Public Relations & Information	255,877	33,445	42,800	0	0
53402	Specialized Services /Tech	10,950	4,086	75,500	0	0
54303	Service Contracts-Office Equip	4,379	5,932	4,700	0	0
54305	O/S Repair & Maint.-Equipment	0	0	200	0	0
54411	Space Rentals	0	0	84,000	0	0
55101	Fresno Conv Ctr & Visit Bu Con	827,300	827,300	206,900	0	0
55501	Printing & Binding--O/S Vendor	4,120	926	12,500	0	0
55801	Training	2,460	790	4,000	0	0
55803	Travel & Conference	7,181	8,002	7,900	0	0
55804	Misc. Subsistence Expense	1,068	2,064	200	0	0
55805	Mileage Reimbursement-Nonrecur	1,741	388	1,400	0	0
56101	Clothing & Personal Supplies	240	268	700	0	0
56102	Office Equipment--Under 300	0	0	500	0	0
56106	Postage	3,868	600	4,100	0	0
56107	Office Supplies	3,512	4,498	4,300	0	0
56108	Photographic Supplies & Proc	18	74	1,000	0	0
56109	Office Equipment Rentals	1,703	1,296	1,000	0	0
56110	Computer Software	0	0	600	0	0
57411	New Machinery & Equipment	0	2,111	0	0	0
58004	Special Projects	0	6	0	0	0
58005	Miscellaneous Expenditures	73	96	100	0	0
58015	Petty Cash--Initial/Increase	50	0	0	0	0
58016	Membership & Dues	745	3,493	1,400	0	0
58017	Subscriptions & Publications	1,127	1,168	1,100	0	0
59102	City Attorney-Variable Charge	26,750	36,087	48,000	26,500	26,500
59103	Variable Charges-Budget (BMSD)	10,700	10,400	10,200	7,900	7,900
59105	Purchasing - Variable Charge	1,564	55	0	0	0
59106	Variable Charges For HR-Oper	3,866	9,230	13,000	13,000	13,000
59107	Training Unit Charges HR	0	0	3,400	3,400	3,400
59108	Variable Charges For HR-Lab RI	4,200	4,000	5,600	5,600	5,600
59109	Variable Charges For Finance	6,843	6,700	7,300	7,300	7,300

Convention Center Department**DIVISION: 440100 Convention Center Admin Div****FUND: 43001 Convention Center Enterprise**

Account Number	Description	FY 01 Actuals	FY 02 Actuals	FY 03 Adopted	FY 04 Proposed	FY 04 Adopted
NON PERSONNEL SERVICES						
59114	Internal Audit Var Chgs	2,600	2,500	1,700	1,000	1,000
59201	Fixed Interdept Reimb-Gen Fund	4,600	4,200	1,200	4,400	4,400
59302	Info Systems Service Charge	28,400	24,000	32,700	44,800	44,800
59303	Info Systems Equip Charge	31,453	34,459	31,000	37,100	37,100
59304	Property Self-Insurance Chgs	400	300	300	300	300
59305	Liability Self-Insurance Chgs	3,100	2,700	5,700	600	600
59306	Chgs For Msngr/Mail/Copier Svc	12,003	7,934	13,200	10,100	10,100
59307	Charges For Telephone Service	25,343	21,851	35,300	48,700	48,700
59312	Fleet Services Charge	6	31	0	0	0
59313	Purchase Of Copiers	3,700	0	6,500	0	0
59315	Employee/Visitor Prking Perm	100	0	100	100	100
	Non Personnel Services	1,292,150	1,101,515	670,100	1,065,200	1,065,200
	FUND TOTAL	2,031,172	1,882,122	1,528,800	1,499,200	1,499,200

Convention Center Department**DIVISION: 440200 Convention Center Oper Div****FUND: 43001 Convention Center Enterprise**

Account Number	Description	FY 01 Actuals	FY 02 Actuals	FY 03 Adopted	FY 04 Proposed	FY 04 Adopted
PERSONNEL SERVICES						
51101	Permanent Salaries	791,535	872,555	1,071,700	510,500	510,500
51102	Fringe	127,895	143,923	174,300	78,800	78,800
51103	Employee Leave Payoff	9,251	11,709	14,000	12,000	12,000
51201	Non-Permanent Salaries	100,437	83,053	58,000	4,400	4,400
51202	Non-Permanent Fringe	8,377	6,727	3,600	200	200
51301	Overtime	25,702	21,684	20,400	5,200	5,200
51401	Premium Pay	10,532	11,429	10,000	5,100	5,100
51404	Employee Awards	0	200	0	0	0
51501	Contract Extra Help	1,301,686	1,165,509	1,225,500	0	0
52302	Gen Svc Pens Oblig Bnd Dbt Svc	86,209	20,153	60,300	54,600	54,600
52601	Worker's Compensation	99,100	9,000	10,000	153,500	153,500
52901	Recurring Vehicle Allowance	1,920	3,600	5,800	0	0
	Total Personnel Services	2,562,644	2,349,542	2,653,600	824,300	824,300
NON PERSONNEL SERVICES						
53302	Prof Svcs/Consulting - Outside	3,279	1,649	0	2,699,900	2,699,900
53303	Public Relations & Information	108	0	0	0	0
53401	Hazardous Waste Management	1,817	3,684	4,900	0	0
53402	Specialized Services /Tech	25,107	24,189	2,500	0	0
54101	Utilities	874,099	1,086,443	1,223,500	0	0
54241	Landscaping & Grounds Maint	5,966	3,549	8,000	0	0
54301	O/S Repair, Maint & Serv- Bldg	122,970	93,711	81,900	0	0
54303	Service Contracts-Office Equip	350	0	0	0	0
54305	O/S Repair & Maint.-Equipment	13,476	19,628	10,400	0	0
54421	Equipment Rentals-Ex Office	9,263	6,613	2,700	0	0
54501	Buildings & Improvements	102,458	186,530	138,900	0	0
55501	Printing & Binding-O/S Vendor	5,616	12,809	5,000	0	0
55801	Training	0	1,811	2,000	0	0
55803	Travel & Conference	995	1,801	2,600	0	0
55804	Misc. Subsistence Expense	30	24	100	0	0
56101	Clothing & Personal Supplies	6,928	4,485	1,200	0	0
56102	Office Equipment-Under 300	33	0	100	0	0
56105	Small Tools For Field Oper	0	361	1,600	0	0
56106	Postage	75	382	100	0	0
56107	Office Supplies	5,158	3,733	1,800	0	0
56108	Photographic Supplies & Proc	870	72	600	0	0
56110	Computer Software	550	0	0	0	0
56111	Spec Operating Materials	19,797	0	0	0	0
56112	Cleaning & Janitorial Supplies	60,538	69,338	83,200	0	0
56116	Materials & Parts-Equipment	35,985	51,155	45,000	0	0
57411	New Machinery & Equipment	0	0	15,000	0	0
57412	Replacement Machinery & Equip	2,386	0	27,500	0	0
58004	Special Projects	0	32	0	0	0
58005	Miscellaneous Expenditures	377	219	0	0	0
58016	Membership & Dues	730	1,160	1,200	0	0
58017	Subscriptions & Publications	676	60	400	0	0
59102	City Attorney-Variable Charge	622	630	1,100	1,600	1,600

Convention Center Department**DIVISION: 440200 Convention Center Oper Div****FUND: 43001 Convention Center Enterprise**

Account Number Description	FY 01 Actuals	FY 02 Actuals	FY 03 Adopted	FY 04 Proposed	FY 04 Adopted
NON PERSONNEL SERVICES					
59103 Variable Charges-Budget (BMSD)	17,400	17,200	16,800	12,900	12,900
59105 Purchasing - Variable Charge	14,130	11,959	17,100	17,100	17,100
59106 Variable Charges For HR-Oper	5,193	9,560	13,400	13,400	13,400
59109 Variable Charges For Finance	9,348	11,800	12,800	12,800	12,800
59112 Var Interdept Reimb To Enterpr	15,023	13,664	14,500	14,500	14,500
59114 Internal Audit Var Chgs	5,100	5,000	3,300	1,900	1,900
59201 Fixed Interdept Reimb-Gen Fund	5,800	6,800	5,800	18,800	18,800
59302 Info Systems Service Charge	33,100	41,700	34,600	20,300	20,300
59303 Info Systems Equip Charge	39,250	46,693	36,500	10,700	10,700
59304 Property Self-Insurance Chgs	1,800	1,300	600	700	700
59305 Liability Self-Insurance Chgs	8,500	15,800	18,500	12,700	12,700
59306 Chgs For Msngr/Mail/Copier Svc	6,532	3,835	7,200	3,000	3,000
59307 Charges For Telephone Service	40,107	40,430	28,900	40,300	40,300
59309 Facilities Management Charges	203,450	295,922	332,000	295,800	295,800
59311 Fleet Depreciation Charge	19,112	18,940	17,700	17,700	17,700
59312 Fleet Services Charge	32,308	48,714	40,700	37,400	37,400
59315 Employee/Visitor Prking Perm	100	0	100	100	100
Non Personnel Services	1,756,512	2,163,385	2,261,800	3,231,600	3,231,600
FUND TOTAL	4,319,156	4,512,927	4,915,400	4,055,900	4,055,900

Convention Center Department**DIVISION: 440400 Convention Division****FUND: 10101 General Fund**

Account Number Description	FY 01 Actuals	FY 02 Actuals	FY 03 Adopted	FY 04 Proposed	FY 04 Adopted
PERSONNEL SERVICES					
51101 Permanent Salaries	0	30,462	33,000	33,000	0
51102 Fringe	0	6,276	6,900	6,900	0
51103 Employee Leave Payoff	0	952	0	400	0
52302 Gen Svc Pens Oblig Bnd Dbt Svc	0	0	0	0	0
Total Personnel Services	0	37,690	39,900	40,300	0
NON PERSONNEL SERVICES					
53302 Prof Svcs/Consulting - Outside	0	0	582,900	0	0
53303 Public Relations & Information	0	75	60,100	56,300	0
53402 Specialized Services /Tech	0	32	0	0	0
55803 Travel & Conference	0	3,068	0	0	0
55804 Misc. Subsistence Expense	0	437	0	0	0
56102 Office Equipment--Under 300	0	484	0	0	0
56106 Postage	0	97	0	0	0
56107 Office Supplies	0	508	0	0	0
58004 Special Projects	0	0	37,500	50,000	50,000
59106 Variable Charges For HR-Oper	0	15	0	0	0
59302 Info Systems Service Charge	0	0	0	2,400	0
59303 Info Systems Equip Charge	0	2,432	0	800	0
59306 Chgs For Msngr/Mail/Copier Svc	0	349	0	400	0
Non Personnel Services	0	7,497	680,500	109,900	50,000
FUND TOTAL	0	45,187	720,400	150,200	50,000

Convention Center Department

DIVISION: 440300 Convention Center Debt Service**FUND: 43010 Conf Ctr/Selland Expan Debt Sv**

Account Number	Description	FY 01 Actuals	FY 02 Actuals	FY 03 Adopted	FY 04 Proposed	FY 04 Adopted
NON PERSONNEL SERVICES						
53302	Prof Svcs/Consulting - Outside	5,650	8,514	17,000	15,000	15,000
58011	Debt Redemption	2,980,998	3,878,470	4,126,000	4,065,000	4,065,000
	Non Personnel Services	2,986,648	3,886,984	4,143,000	4,080,000	4,080,000
	FUND TOTAL	2,986,648	3,886,984	4,143,000	4,080,000	4,080,000

Convention Center Department

DIVISION: 440700 Stadium Debt Service Division**FUND: 47001 Stadium Operating Fund**

Account Number	Description	FY 01 Actuals	FY 02 Actuals	FY 03 Adopted	FY 04 Proposed	FY 04 Adopted
NON PERSONNEL SERVICES						
53302	Prof Svcs/Consulting - Outside	0	0	0	10,000	10,000
58011	Debt Redemption	0	0	0	3,446,000	3,446,000
	Non Personnel Services	0	0	0	3,456,000	3,456,000
	FUND TOTAL	0	0	0	3,456,000	3,456,000

